

THE FEAR CRUSHER

by

Harry J. Gardener



Monograph No. 9

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SPECIAL ATTENTION

"THE FEAR CRUSHER" is an Educational and an Inspirational Course of Study, especially written and intended for INDIVIDUALS everywhere.

The beneficial results that you will gain from this Monograph will, of course, be in exact proportion to the enthusiasm and GOOD JUDGMENT with which you employ this information in your daily life and affairs.

Get started first in a small way, never over-exert. Regarding this, you are, of course your own physician, meta-physician, and counsellor.

The time in which to get started on this marvelous undertaking -- your self-improvement, and self-expansion in all Departments of Life -- is very short; therefore, a very wise individual is he who starts on this wonderful work at once, regardless of whatever his present conditions may be.

Continue to increase GRADUALLY -- a little every day. Do this, and you will be amazed at the marvels that you will accomplish in a short period of time.

THE PUBLISHER

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By Harry J. Gardener.

SPECIAL ATTENTION

The contents of "The Fear Crusher" has been brought to you from nearly every corner of the globe.

We only wish it were possible to mention singly every individual and organization responsible for contributing information contained in this manuscript. But such a thing is impossible as the list is far too long.

However, we are confident that every one of our contributors will feel highly rewarded if his efforts have helped to make you the bold, dashing individual you have always desired to be.

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By
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There is an old saying, "Nothing is so funny as other peoples' trouble." All comedy and comedy drama is built on this principle.

A Few years ago folks laughed themselves sick over the predicaments that Charlie Chaplin would either get into, get out of, or get others into.

Now it is Laurel and Hardy. And there is Burns and Allen, too. Isn't it remarkable how the embarrassing and blushing experiences of others are so funny to us? And, on the other hand, if we had these same experiences, we would be positively mortified and go into seclusion for days.

The newsreel men are well aware of this peculiarity in human beings. News has a double value when it contains a liberal amount of that human element -- embarrassment.

Here, for example, is a shipwreck. There are no casualties and, naturally, everyone is glad of that. The cameraman takes several "shots" of the disabled vessel, one or two from the air, a long distance close-up of the ship with a telephoto lens, and then a close close-up of the passengers as they are brought ashore. A number of men and women tell of their experience before the "Talkie-tone" camera. All are more or less embarrassed; they are decidedly not at their best; they are self-conscious and camera-shy. But here they come, each one giving his own version of the experience. They all tell approximately the same story, so in the final assembling of the film, only one or two of the best stories are actually used. But

here is some real human interest. After all the others, a society matron of about forty summers is brought ashore. She is bedraggled and embarrassed. She has a nice excess of flesh. In fact, she is nearly as wide as she is tall. Her wet clothes cling closely to the flesh, and her outlines, as she moves, resemble those of a trained seal. She is asked to say a few words. As a rule, she is a good speaker. She always has the first and last word. Knowing how she must look causes her to become embarrassed, nervous, "fussed." She attempts to speak but makes a glorious mess of the King's English. But this is just what the cameraman was looking for. It is a "scop." It will go over big with any rather fickle theatre audience. We see our plump sister on the screen. She blunders, catches her breath, sputters. The audience breaks into a laugh. She continues, moves about a bit, gasps for air, her heavy bosom rising and falling like the ocean itself. As she disappears from the screen, you hear someone say, "It's a wonder the ship didn't float away after they took 'that' off."

Sweepstake winners make good targets for public amusement. The lucky one out of disappointed millions at the Derby is considered of sufficient human interest to rate the newsreel. The public always likes to look at the fellow that "got something for nothing." They like it for several reasons. Curiosity is the first, jealousy the second.

If our fortunate friend happens to control his emotion, and if he speaks well, all passes off with a few quiet remarks, such as "fortunate guy," "lucky dog," etc. But, if he gets "fussed" and embarrassed and blunders away, the theatre audience will love it. Remember, "Nothing is so funny as other peoples' trouble" -- embarrassments.

Most of the spectators in the theatre have done a certain amount of gambling and chance taking

all through life, and they have consistently lost. There is a certain amount of resentment, because a plain, ordinary every day "dummy" has won the capital prize, instead of some worthwhile, intelligent person like themselves. Here is this "dumbbell," telling about his luck and just what nonsense he is going to commit with the money. As he blunders away in his embarrassment, the crowd snickers, laughs and breaks into a roar. They are jealous of his success, and they show this contempt by laughing AT him. They are glad he is making an ass out of himself. Some half-wit yells out, "Pipe down, donkey, and let the horse talk!"

Perchance there is a man somewhere in the "Corn Belt" who has done a very fine work for his neighbors and for the nation at large by discovering new methods for better, bigger, and finer hogs. Now this respectable and successful farmer is capable and industrious, and a mighty fine talker before the home town folks. But when the newsreel man from the big city comes to take his picture, he gets a severe attack of stage fright, and instead of saying: "My secret ambition has been to produce ham and bacon of the choicest variety for your breakfast table --," he said, "My great secret has been to make -- to create -- I mean, to produce -- bigger and better hogs for your breakfast table each morning!!!" He knows he has blundered and his only hope is that he was such a poor actor that the picture will never be shown; but, of course, he is wrong, dead wrong.

There are folks who are great lovers of children, and, believe it or not, it doesn't take the newsreel man long to discover when some new kind of birth record has been shattered. Before mamma and the new baby are scarcely ready for a public appearance, Mr. Cameraman is "on location."

Papa and mamma and the latest little blessed

event, plus the sixteen or twenty other juniors, are all lined up in stair-step fashion. All goes well until the proud father is asked to speak. Right away he becomes jittery with embarrassment, tries to say something, stammers around and blunders.

Now he may never see that particular newsreel, but if he should happen to slip into a theatre unobserved, will his "face be red" when the crowd roars at his speech? Before his picture has flashed off the screen, he will probably hear many funny but asinine remarks from sitters-by. Someone may even lean over to him and say: "He ain't no speaker, but he's sure a great little kidder!"

LAUGHED WITH OR LAUGHED AT!

A man would throw out his chest in pride and glorious exultation if he should be the cause of a thousand people laughing WITH him; but if he is the cause of only two or three people laughing AT him, he wants to beat an immediate retreat and hide away indefinitely. If he has made himself the laughing stock of a dozen people or more, he is ready to leave home, family, and fortune for parts unknown, or perhaps contemplate suicide.

People are more afraid of humiliation and ridicule than anything else on earth. Big, strong men can face wild animals, disaster, fire, famine, pestilence, and sudden death without flinching, but a little ridicule, and they wither into "weak-kneed" sissies. A little sarcasm from a frail slip of a blonde or brunette will cause the most stout-hearted man to "wilt" and fade away.

Why do you suppose men everywhere rushed to join the army during the World War? Was it because they were great patriots and loyal to their

country? Perhaps many were; but the vast majority went because they feared public and private sentiment. They were deathly afraid that folks would think them "yellow," and so they "signed up" and chose the front line trench, shell fire, exploding bombs, and death rather than run the risk of being held up to ridicule or sarcasm at home. Fear of what the other person may think causes men and women to do the most silly, asinine, and rash things.

The extent to which one is afflicted with this terrible monster -- fear of what the other fellow may think -- largely determines your health, your wealth, your social life and the worth of your mind.

Fear of the other fellow's opinion, or what the public thinks, is one of the most damnable curses human beings are afflicted with. Folks fear poverty, ill health, and death, but these fears are innocent little kittens alongside the roaring lion of what the OTHER FELLOW may think of them in an uncomplimentary way. Now we understand why folks called upon to "say a few words" before the moving picture camera act and talk so funny, when in ordinary conversation they are excellent and charming speakers -- they are afraid of what the other fellow may think or say.

Fear of public opinion chains more good men and women to a hard, cruel, mediocre life than any other single thing in the world! When I say "public opinion," I mean the "sentiments" of a group of individuals or the reaction of a single individual, perhaps your wife, husband, relative, or friend.

If the average man could only free himself from that terrible complex of what others might

think of him should he do the wrong thing, then the average man or woman would start "going places" on a major scale, and not just exist in fear and obscurity.

The purpose of this booklet is to take you aside and teach you a few shortcuts to freedom from fear. Its purpose is to eliminate blushing, bashfulness and shyness from your life. It is all right for a beautiful young woman to act coy, pretend to be a clinging vine, etc. But a man, to be loved and admired, has to be just the opposite from all that. Above everything else he absolutely must be a real he-man on the inside. He must look the part; pretending won't help at all. Fear, timidity and bashfulness must be rooted out of his life and permanently eliminated.

Today, modern women in the social and business world realize that fear, timidity and bashfulness are as great a curse to them as they are to the masculine sex. So they too are putting forth tremendous effort and going long lengths in order to overcome and eradicate these damning, painful, and blighting curses from their lives. Out of 32,000 men and women who recently took a course in overcoming fear and bashfulness, 15,000 of that number were women. The ratio was 15,000 women to 17,000 men.

Can you imagine our dear, shy grandmothers and great grandmothers trying to eliminate that which was weak and negative within them in their day? If they had even attempted any such thing in "ye good olde days," they probably would have been chastised publicly -- ducked, dipped, or dunked. But times have changed since then, thank goodness! These days women folks now become real human beings without incurring the wrath or displeasure of public sentiment. And, believe it or not, they have only just started.

BANISHING FEAR, TIMIDITY AND BASHFULNESS

Everywhere today men and women are asking; "Is it really true that anyone can crush fear, annihilate timidity and banish bashfulness permanently from his life?" The answer is, any man or woman, unless his case is "pathological," can easily overcome these silly, highly detrimental complexes, and without doing anything that borders on a breach of etiquette.

The following exercises, ideas, plans, and techniques are being given because thousands of men and women have found them gloriously effective. They have gained an astounding new foothold in life, because they have mastered these wonderfully useful ideas. Fear, timidity, and bashfulness are so useless and foreign to the nature of individuals that they have no place in the life of any human being. None but the foolish will continue to let these sinister forces play havoc with his opportunities for success, health, wealth, and happiness when he can overcome them simply and easily with these amazing and successfully-proven exercises given here.

THE TALKING OUT EXERCISE

Whenever anyone has any sort of fears, the annoyance, no matter how grievous, can be reduced to almost nothing by a simple method known as "talking out fear." Some folks call it "fear peddling."

After you once get started on this exercise or practice, you will get a tremendous "wallop" out of it. Proceed as follows. Find some congenial soul with a good sense of humor and who is a good listener. These days, when so many millions of

people are on the leisure list, it will be very easy to find someone willing to lend an ear while you rehearse your troubles and make light of them. Your friend won't mind at all. Remember, nothing is so funny to others as YOUR troubles.

But don't make the mistake of sympathizing with yourself at all. Relate your fears with great joy and pleasure. If you wish, enlarge upon them and make them appear even more ridiculous and humorous than they actually are.

Repeat your story a number of times if your friend will listen. Develop a healthy sense of wit and humor. Nothing dispells fear, timidity, and bashfulness as does wit and humor.

It is the talking out treatment that we have just given which permanently rids you of your fears. When you make "light" of your troubles, they leave a "polished" path behind them.

Now, the moment you "talk your fears away," you will find that the mind -- your mind -- is anywhere from 100 to 1,000 per cent brighter. But don't stop there, keep right on telling your fears to people. Just joyfully relate your worries at every possible opportunity. But don't talk away any of the good things. You want to keep those. "Save your jewels and peddle your junk."

An industrious young man, married for some ten years, began to realize vaguely that his wife no longer loved him. The more he brooded about it to himself, the more it worried and irritated him. He became suspicious of her. "If she doesn't love me any longer, then who does she love?" he asked himself, over and over again. He finally became so suspicious of her that he took time off from his work to follow and "shadow" her. He even went so far as to hire a detective to find out where she

was spending her time, and who the man was she might be showering her attention on.

Of course, his disposition became mean and surly as a result of this worry. His health and vitality were sapped and undermined. His work, which he had always accomplished exceptionally well, began to suffer from his mental disorganization.

A friend of his, a man considerably older and wiser, who had been watching him slowly wreck and undermine himself with his worries, took him aside one day at the office. After a great deal of coaxing and much coercion, he finally got John to talk. He had him pour out his troubles, suspicions, and fears concerning his wife a number of times. After John had "let off" considerable pressure, he began to see things in a much different light. And as he was urged by his friend to continue talking, the man got him to joke about the whole affair. Before long both men were almost in convulsions, so funny were the exaggerated stories. John told his friend about suspicioning his wife, how he had trailed her, etc., so humorously that John's mind was completely relieved of the great strain he had placed upon it. The terrible affliction he had conjured up and carried so long was now gone. Then, the thought suddenly dawned upon his new and unburdened mind that if his wife didn't love him any more, it was certainly his fault, not hers. And so, he went home a different man, thanks to this little plan of talking away fears, complexes, suspicions, and troubles!

The idea always works wonderfully, if you will do your part -- talk your troubles away with great joy and tremendous hilarity.

This illustration was given as an example method of how you should proceed to eradicate your

troubles. Naturally, not all of you would have this same trouble -- this was just an example. But you all have other problems which are equally vital to you, and which you would do well to correct. Perhaps you have a whole legion of them, instead of just one. The important thing to do then, is to dissipate your major affliction first. After you have completely eliminated this greatest worry, fear, or complex from your life, then go on and eliminate your lesser troubles in the same way until your life is entirely free from the damnable grip of fear and its accompanying afflictions.

VISUALIZING, OR SEEING YOURSELF AS YOU WOULD LIKE TO BE

Now, here is something that I have found important in becoming the unafraid man (or woman) you desire to be. Get away by yourself for a few minutes each day for one week, and picture yourself as you really are. Then, for a double length of time, picture yourself as you would most like to be. As you are now - you are afraid, fearful, bashful, timid, and negative. Now VISUALIZE yourself as you would be if you were just the opposite from all these things.

Visualization (mental picturing) is to the mind what a blue print is to the architect or builder. You visualize, that is, you see in your mind the type and kind of person you want to be. Your mental pictures should be very clear. Whenever you have even a little time during the day, or better still, just before going to bed, picture yourself just as you would like to be.

Furthermore, I want you to picture yourself doing exactly the things you want to do. It may be that you are not a good conversationalist, but have a great desire to be one. In that case, see

yourself talking fluently with people. See yourself telling jokes and stories with every one of them "going over in a big way." Is it after-dinner speeches you would like to make? If so, visualize yourself in your mind as putting over the speech with a wallop. Perhaps you're interested in politics, religion, fraternal orders, etc. If so, see yourself making just the right kind of a speech. Picture yourself standing in person before an enthusiastic multitude actually making a speech amid cheers and applause. Plan out the speech. If it requires twenty minutes to deliver before an audience, then it should take the same length of time to give it silently while you are sitting quietly at home in your easy chair or lying in bed. During these visualization processes, you "see" and "hear" yourself going through all the details, even to drinking a glass of water. In short, make it so realistic that each incident is a vivid reality.

Just the other day an interesting case was called to my mind. A man of seventy, highly successful in business, had all his life wanted to be an interesting speaker and talker. It had been one of his secret ambitions, almost amounting to a fetish or obsession. But never once during all of his long career had fear permitted him to make a single speech. One day, after talking out some of his worst fears to his best friend, this friend, who was quite a speaker in his own right, determined to get him up before an audience. He taught him how to visualize exactly what he wanted to do, and to actually see himself doing it. Well, to shorten the story, before the year had passed, the old man who had been a "dummy" on countless occasions for so many years, blossomed out into a perfectly marvelous speaker. In a few months' time he has spoken before dozens of groups -- lodges, clubs, churches, etc. He is now one of the really sought-after speakers.

The reason I so enthusiastically suggest that you visualize yourself as a splendid speaker is, there is nothing like public utterance to clear one's mind, overcome all forms of fear, and establish definite thought-channels. And besides, you will discover a complete new self coming to the fore, one that people will recognize as real, genuine and wonderful. Your outlook will be transferred from the misty realms of half-realization to alert, keen, and practical realities. And life will assume new and marvelous values.

ENTHUSIASM IS THE FIRE UNDER THE BOILER

Without enthusiasm, zeal, and fervor, life is just one terrible bore, a leaden weight about your neck, dragging down your ideals, hopes, aims, and ambitions. Your mind slows down and becomes a stagnant pool.

Through fear, men and women in all walks of life, regardless of age or circumstances, get into this deplorable state of being. When one does reach this point, he has ceased to live -- he only exists.

But these fearful old days will soon be gone. Therefore, start at once in working on the thing you have had the greatest desire for. No matter what it may be or how ridiculous it may appear to others, start in on the biggest, best, oldest, and most suppressed desire you have. That is one of the very first steps in becoming bold, daring, quick, keen, and alert. When you are working on your pet hobby, your mind is tremendously alive and active. It has no room for fear.

An interesting illustration of just this comes to my mind at the moment. A man who had been fairly successful in business had always harbored the

secret idea that he was patterned for missionary work. No two fields are more diametrically opposite than are money and missions. Whenever this man passed a church, or a minister in religious garb, he felt recurrently that his life would have been really worthwhile if he could have spent it among the aboriginals of darkest Africa. Even when he saw a negro child on the street, he would yearn to leave for the Gold Coast and help the missionaries, but of course, he couldn't do such a thing. He was timid and sensitive. But he finally got control of his fear by talking it out to a friend or two, and so one day while at church service, a call for missionaries was made. After services were over, he boldly approached the minister and disclosed his secret desire. The minister kindly and tactfully rejected his offer on the grounds that he was too old. But the man's desire was increased. He considered himself financially, physically, and mentally equipped for such a position, and now that he was no longer afraid of people or things, he decided to go anyhow, even though he wasn't accepted. Of course, he encountered a good deal of good-natured jesting from his friends, but nevertheless, he went. His success was instantaneous! He looked twenty-five years younger in six months' time. He felt like a youngster and he did more work than did a dozen young, love-sick, home-sick assistants.

Therefore, start at once doing the thing you have always wanted to do, especially if the thing was a strong desire in your younger years. The moment you begin to let it see the light of day -- old age, senility, and all else that's decrepit and mean, flies away.

Suppressed desires often cause a defeat complex. Constant defeat in life would naturally cause anyone to grow negative, timid, and fearful. If we have cherished some secret desire all through

the years -- especially if we are now middle aged or older -- and have never had the opportunity to gratify that desire, the chances are if we are now in ill health and poverty, it is due to carrying this mental defeat-burden that has brought about our present condition.

I recall an interesting but not uncommon case along this very line. A business man had passed his middle years and had never been very successful. He was rather clever, hard-working, and thoroughly industrious, but even so, he hadn't accomplished anything financially or socially. It seemed inevitable that he was slated for continual defeat in every venture he undertook.

After continued years of ill-fortune, he became desperate. He began to feel that there must be something radically wrong with him that caused his failure -- a man couldn't blame everything on luck. After all, even luck is governed by the law of averages. That is, if you continue with something long enough, it will eventually break for you the same number of times it will break against you. But somehow, luck had never seemed to break for this man.

One day a famous psychologist and psychiatrist came to town. Our defeated friend decided, as a last gesture, that he would go and see this famous man and learn, if possible, what was really wrong with him. He found that the famous mind specialist would consult with him for one hour -- \$50.00 in advance. Before the hour was up, the psychologist had located the trouble source, and told him exactly what to do. The whole trouble was due to a "remorse complex." Long ago when this unsuccessful business man was a child, he had gone with his parents to hear a concert by a youthful violin prodigy. This famous young violinist had thrilled the vast audience to a violent frenzy of applause.

Now even as a child, our friend had held an intense love for music and had a deep appreciation of it. He was so thrilled and delighted with this boy's performance that he too wanted to become a boy violinist. But his parents were poor, and although they were music lovers, they considered the study of it a luxury only for the rich. He was not permitted to take up the violin. His young heart was crushed. For years after he used to dream about standing up before a hushed audience and charming them with the beautiful music of his violin. He continued to dream like this for years, even after he was a grown man. Then one day it suddenly dawned on him that he was far too old to be a "boy prodigy." He was doubly miserable when he realized this. But he consoled himself by saying, "I may be too old to be a youthful virtuoso, but I can still be a great adult violinist!" And he continued dreaming.

After he had related his years of defeated desire to the psychologist, he was told that it was not too late to start being the great musician he had always dreamed of being. The specialist advised him to start at once; buy a cheap violin, engage an inexpensive teacher, and to go ahead with his ambition. The man did just this. He took four lessons the first week, two the second, and none the third...

When the famous psychiatrist was back in that city again almost a year later, our musical genius (?) paid him another visit. But this time he did not come as a defeated, tired, miserable business man hardly making a living. He was no longer a negative, stricken individual. Instead, he was healthy, prosperous, positive, and glowing with self-confidence.

The secret of this miraculous change in our friend was due to the discovery that his whole music

complex was a false one. While he did have a deep appreciation of music, he was completely and absolutely lacking in any musical talent. Six lessons on the violin had annihilated the complex. Even before he had taken the second one he was cured, but he took a few more to "save his face," as he told the specialist.

Often adults go from early childhood to old age suffering defeat simply because of some apparent frustration in earlier life. Take yourself aside and see if your bad luck, ill health, negative nature and poverty aren't caused by a defeat complex you have carried with you for a long, long time. If such is the case, then there is one good way to rid yourself of it. That is, start doing the thing you have always wanted to do. One of two things will surely take place. You will either be an overwhelming success, like the man who became the missionary, or you will completely eradicate the complex (if it is one) from your life in "six easy lessons," as the man did who dreamt of becoming a youthful violin prodigy.

BLUSHING YOUR WAY TO LIFE

Where there are thrills there is no consciousness of fatigue. In order to live in a constant state of joyous exultation, we have discovered that the "Blush Thrill" is absolutely ideal for our purpose. In blushing, the blood vessels of the entire body are dilated. The heart works a little faster and new, rich, red-hot blood courses right through all parts of the body and brain. This is exactly what the person who is just existing from day to day requires in order that he may once again experience life, joy, health, and quickness of mind.

When I say blush, I do not mean "turning red

in the face." I simply mean getting enough of a thrill from timidity and bashfulness to cause the heart to beat faster and your blood to race a bit. That's all that is necessary in "the blush" as we shall use it.

For timid folks, asking the time of day from a total stranger will give a thrill that will last several hours. Asking a policeman directions about town will give you quite a thrill, especially if you seldom have occasion to speak to an officer. Some men are bold and brazen except when they must talk with women. So if women are your "weakness," talk to them as often as you need the exhilarating effect of the "blushing treatment."

Some men are never embarrassed or "fussed" under any circumstances. They always are "thick-skinned" and maintain their poise; but, I have never seen the man, no matter how tough he claimed to be, who did not have a patch of mighty "thin skin" somewhere in his psychological make-up.

One man insisted that nothing ever caused him to blush or afforded him the least embarrassment. He was stoutly maintaining his immunity one evening to a group of men friends when his wife remarked, "Dear, you forget that you nearly had a stroke last week when I sent you downtown to buy some ladies' underthings." The man's jaw dropped. Just above his collar appeared a crimson line, which widened and spread over his entire face.

Everyone has his "mental sensitive spot." No matter how inured one is to embarrassments and hard knocks, he is still bound to have one or more sensitive mental spots remaining in his character. Seek yours out and work on them. Get thrill after thrill out of them, but don't work on them. If you do, you'll become 100 per cent "tough-skinned" in a very short time.

The "Blushing Exercise" has many advantages. It sends scintillating, rich blood to all parts of the body and brain, quickens the mind, making it wonderfully alert, and brings new vitality to every part of your being, enabling you to actually feel and appear young. It fills your life with thrills galore.

The "Blushing Exercise" brings out great joys and an abundance of blessings in every department of your life -- mental, social, spiritual, physical, and financial.

ORGANIZED EXPRESSION CRUSHES FEAR

Thoughts, when they are not organized, are like wild horses. They aren't of much value to anyone, and of no immediate use whatsoever. But when wild horses are tamed and broken in for work, they are quite valuable. Thoughts that are "broken in" and work for you when you want them to are of great value, and have a profound tendency to overcome fear, timidity, and negativeness.

The finest thoughts in all the world are of no value whatsoever, unless they can be expressed. Often individuals possessing marvelous minds which are simply filled with fertile, useful ideas, never amount to anything because they are so burdened down with fear and negativeness that they are actually afraid to express themselves.

Once a person is able to put his thoughts to work for him, instead of against him, he is on the road toward success, and incidentally, toward expelling fear, bashfulness and negativeness from his life. Once he has mastered his thoughts and has learned to fit them with words, then there is no longer any reason why he should continue to fear self-expression, be bashful in the company of

others, or feel negative at any time. When he can put his ideas into words, he is not only a different person altogether, but a popular one, too.

For the benefit of those who have encountered great difficulty in wording their ideas, I am going to give you a pleasant method which will tremendously assist you in crushing the negative influences which an inability to express yourself verbally has caused you. It is as follows:

The ability to tell a joke and tell it effectively organizes the mind in an almost miraculous manner. When you can relate two jokes or anecdotes so that you too can get a "kick" out of them, then you're making splendid progress.

Of course, it isn't wise to stop with one or two jokes. You wouldn't do that any more than you would cease learning new words after you'd learned a couple. Gradually but not too rapidly keep adding to and supplementing your "repertoire" with new gags, jokes, and incidents.

Only tell the sort of jokes you really like. If you don't care for a joke, then don't include it on your list, for you'll only make a failure out of relating it. That is a tried professional secret. In fact, it is really hard work telling anecdotes or stories you don't like.

Every good speech that was ever made was built about some one central idea, but it took hundreds of little ideas to bring out the facts about the grand idea. And so whether a speech is long or short, it is made up of small ideas. One reason why the average person cannot make a good speech is because he cannot present a single idea effectively. But the constant telling of interesting and amusing anecdotes, jokes, and very short, short stories will soon tame the wild thoughts and, as

he adds joke to joke, he is also adding a new "horse to his team." Before long, he has more "horses" than "all the king's horses," and the matter of conversation and speech-making becomes second nature.

As we said before, there's nothing so funny as the other fellow's troubles and shortcomings. What are jokes but instances of that very thing? A good fund of jokes contains just about all the foolish antics of civilized man. With such a fund of knowledge you will be aware of exactly what to avoid in your own life. Bear in mind that the jokesmith has a legion of friends and is welcomed wherever he chooses to go.

While we are on the subject of jokes, here's an idea, that, if not carried to the extreme, always goes over in a big way, both in public and in private. The idea is this; don't hesitate to tell some of the best jokes on yourself. The public likes the fellow who is big enough to admit publicly his own foibles, mistakes, and shortcomings.

The average fellow thinks that in order to be considered by the public as a power, influence and go-getter, he must never admit that he has ever made a mistake. But this is all wrong. The public likes the fellow who can not only "dish it out," but who can "take it" as well.

By admitting occasionally that you have in the times past made a "clown" out of yourself and a bit of a "fool" too, you make it very easy to extract yourself gracefully from embarrassing situations that are bound to come upon all of us some time or other. There is nothing so fine as a good sense of humor to "save your face," which at times means even your reputation and business.

An interesting story is told about a man who

rather unwisely ran for the mayorship of his home town. He was so badly and pitifully beaten that he was absolutely disgraced in the eyes of his fellow-citizens. But luckily, this man was blessed with a remarkable sense of humor. The very next day after his overwhelming defeat, he placed a large sign on the most prominent window of his store. It read:

"\$25.00 reward for the
man who voted for me!"

Instead of this man going down in disgrace, he became so popular that he was forced to hire extra clerks to take care of his trade.

It is hardly necessary to say that this idea of making yourself the central figures of jokes and embarrassing situations must never be "worked overtime." If you do, people will say, "There he goes, always talking about himself as usual." Or people will get the idea that you make more "errors" than "strikes." They may even lose confidence in you, particularly if you may happen to be a doctor, an attorney, or employed in any professional field. Use good judgment and moderation in this matter, and success and popularity will flow your way almost instantly.

And what is even still more valuable, you will realize as you change belittling circumstances into popular success, that you have built up within you a self-confidence that is worth a fortune in cold cash. You will also realize that the detrimental reticence you once had -- fear, timidity, negativeness and bashfulness -- is now entirely vanished from your life!

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FINAL E

This is the first time in all your life that you have had so much concrete and workable information on the matter of overcoming fear, timidity, and bashfulness given you in such small space! There is only one thing for you to do, in order to be the charming, magnetic, attractive, and aggressive individual you have always wanted to be. That thing is -- put this information to work for you in your life and affairs AT ONCE!

However, don't make the mistake of putting too many ideas into action at one time. Two or three good ideas are more than ample to begin with, in order to get off to a splendid start. After good results are secured, then include other practices.

The information given in this manuscript is of equal value to both men and women, and both can profit marvelously through its application. There is, however, a far greater difference between the male and female mentally than there is physically. Therefore, any additional information along psycho-physiological lines would have to be especially written for the peculiarities of the specific sex for which it was intended, if it is to be dynamically effective. But whether male or female, you have an abundant sufficiency of material in this course to make a grand start RIGHT NOW on the Upward Path to the sunlit heights of joy, power, and attainment!

Remember, that at this very time many others are starting with you on this glorious journey to LIFE. You are NOT alone. A great host of men and women like yourself are all starting together! Every effort put forth today is abundantly rewarded tomorrow!!

The Author

